

Small Business Report

In accordance with section 8 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank is reporting the following information regarding its fiscal year 2005 activities.

Direct Small Business Support

Ex-Im Bank authorized more than \$2.6 billion – 19 percent of total authorizations – in direct support of U.S. small businesses as primary exporters in FY 2005. The Bank approved 2,617 transactions that were made available for the direct benefit of small business exporters. These transactions represented nearly 84 percent of the total number of transactions in FY 2005, and 207 small businesses used Ex-Im Bank programs for the first time during the fiscal year. In FY 2005, Ex-Im Bank approved financing in amounts under \$500,000 for 1,070 small business transactions.

Small Business Supplier Data (Indirect Support)

Ex-Im Bank is required to estimate on the basis of an annual survey or tabulation the number of entities that are suppliers of customers of the Bank and that are small business concerns.

Ex-Im Bank estimates the value of exports supported that is attributable to small business suppliers at the time of authorization of each long-term transaction (i.e., transactions either of \$10 million or more or with a repayment term in excess of seven years).

Ex-Im Bank estimates that the total value of indirect small business content associated with transactions supported through the Bank's long-term loans and guarantees authorizations during FY 2005 was \$948.7 million out of a total estimated export value of \$8.5 billion – more than 11 percent of the total estimated export value associated with the Bank's long-term financing.

Technology Improvements

In fiscal year 2005, Ex-Im Bank continued to update its Web site to provide all customers, particu-

larly small businesses, with improved access to information, applications and forms. All of Ex-Im Bank's applications and forms are available through the Web site, www.exim.gov. Ex-Im Bank also converted the most frequently downloaded forms into electronically fillable forms available to small businesses to use without the need to buy additional software.

Ex-Im Bank implemented an automated subscription service and list manager on the Internet to provide customers and other interested parties with the ability to receive up-to-date Ex-Im Bank news and electronically manage their subscriptions. The lists enable Ex-Im Bank to provide subscribers with targeted information on all of Ex-Im Bank's export activities or on special areas of interest, including the Bank's Environmental Exports Program, the Bank's support for U.S. exports to Africa and the Middle East, and alerts on changes to the Country Limitation Schedule.

In fiscal year 2005, Ex-Im Bank continued to develop its business automation project, "Ex-Im Online," which will enable Ex-Im Bank to process applications for the Bank's financing more efficiently and effectively. Some forms and processes, including an online letter of interest application and an online claims filing process, can be processed electronically. The next major component will be automating the Bank's short-term multibuyer insurance program, which primarily benefits small business exporters. The multibuyer insurance component is presently being tested and will be available to small businesses for online submission of applications by June 2006 (estimated date).

The Bank participates in the government-wide "Business Gateway" initiative to integrate the content and functions of the Web sites of Ex-Im Bank, the Small Business Administration and other agencies into one comprehensive site, www.business.gov. In addition, the Bank participates in the U.S. government export Web site, www.export.gov, which offers information on all of the export-related services of the federal government.

The Bank also participates in the Trade Promotion Coordinating Committee's "One Stop, One Form" registration system, an Internet-based system that will enable small businesses to apply electronically for all federal government export programs.



Photo courtesy of Anitox Corp.



Laboratory technician Raydel Mair evaluates a distillation in the chemistry laboratory at the Anitox Corp. plant in Lawrenceville, Ga.

Electronic Tracking Systems

Ex-Im Bank tracks loan, guarantee and insurance activity through its Integrated Information System, which is an aggregation of several electronic databases that provides comprehensive information regarding all Bank transactions.

Ex-Im Bank utilizes a customer management database, focused primarily on small businesses, to assist in the Bank's outreach to small business exporters throughout the United States. The Bank is also evaluating tools to enhance services and capabilities of the staff in the regional offices, which directly serve small business customers.

Outreach to Small Businesses

Ex-Im Bank is committed to providing export financing to socially and economically disadvantaged small businesses, including those that are minority-owned and women-owned, and small businesses employing fewer than 100 employees.

In fiscal year 2005, Ex-Im Bank continued to coordinate outreach efforts to minority-owned and women-owned businesses with minority business councils, trade associations and chambers of commerce throughout the United States. Ex-Im Bank staff delivered presentations at several major

conference events, including the Small Business Administration's annual conference and the annual conference of the National Association of Women Business Owners. A significant number of the small businesses that attend the seminars and trade shows in which Ex-Im Bank participates employ less than 100 employees.

Ex-Im Bank's business development officers, including those located in its network of regional offices throughout the country, focus on the new-to-export segment of U.S. small businesses. Ex-Im Bank staff provides customized training for new users of the Bank's products.

Ex-Im Bank sponsors seminars and symposia throughout the country that are targeted to small businesses that traditionally have been underserved in the trade finance market. The symposia consist of half-day training programs to help U.S. companies learn how to use U.S. government resources to find foreign buyers and use trade finance tools. These symposia also feature presentations by other agencies of the Trade Promotion Coordinating Committee, including the U.S. Commercial Service of the Department of Commerce, the Small Business Administration and the Overseas Private Investment Corporation.

